

PRODUCERS' QUESTIONNAIRE
CERTAIN POLYESTER STAPLE FIBER FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than July 7, 2006

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain polyester staple fiber from China (Inv. No. 731-TA-1104 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm produced certain polyester staple fiber(as defined in the instruction booklet) at any time since January 1, 2003?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()

Phone

()

Fax

Email address

PART I--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

I-3. Do you support or oppose the petition? Please explain.

☐ Support ☐ Oppose ☐ Take no position

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930 (the Continued Dumping and Subsidy Offset Act of 2000, or "Byrd Amendment"), will provide a list of firms supporting the petition to the Bureau of Customs and Border Protection for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

☐ Yes ☐ No, I do not wish my position on the petition to be made public. I acknowledge that a "No" answer may affect my ability to receive a distribution under this Act.

I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain polyester staple fiber from China into the United States or which are engaged in exporting certain polyester staple fiber from China to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain polyester staple fiber from countries other than China into the United States or which are engaged in exporting certain polyester staple fiber from countries other than China to the United States?

☐ No ☐ Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain polyester staple fiber?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION--Continued**Quantity (in thousands of pounds)**

Item				Jan.-Sept.	
	2003	2004	2005	2005	2006
Annual capacity for all products					
Production of:					
Subject products					
PSF of less than 3 denier ¹					
PSF for carpeting ²					
Low-melt PSF ³					
Other ⁴					
All products					
¹ Merchandise of less than 3.3 decitex (less than 3 denier). ² Merchandise of 10 to 18 denier that are cut to lengths of 6 to 8 inches. ³ Bi-component fiber with an outer sheath that melts at a significantly lower temperature than its inner core. ⁴ Please describe: _____					

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

II-5. Does your firm produce other products using the same production and related workers employed to produce certain polyester staple fiber?

☐ No ☐ Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products produced using the same workers and share of total production in 2005 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
certain polyester staple fiber	_____	_____	_____
_____	_____	_____	_____

II-6. Since January 1, 2003, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain polyester staple fiber?

☐ No ☐ Yes--Name firm: _____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7. Does your firm produce certain polyester staple fiber in a foreign trade zone (FTZ)?

☐ No

☐ Yes--Identify FTZ(s): _____

II-8. Since January 1, 2003, has your firm imported certain polyester staple fiber?

☐ No

☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS'**
QUESTIONNAIRE

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain polyester staple fiber in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in thousands of pounds, value in \$1,000)					
Item	Calendar years			January-March	
	2003	2004	2005	2005	2006
AVERAGE PRODUCTION CAPACITY¹ (quantity)					
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
PRODUCTION (quantity)					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption:					
Quantity of internal consumption					
Value ² of internal consumption					
Transfers to related firms:					
Quantity of transfers to related firms					
Value ² of transfers to related firms					
EXPORT SHIPMENTS:³					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁴ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
AVERAGE NUMBER OF PRWs					
HOURS WORKED BY PRWs (1,000 hours)					
WAGES PAID TO PRWs (value)					
¹ The production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).					
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2003, 2004, and 2005 below:					
³ Identify your principal export markets: _____					
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?					
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____					

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. Please report your firm's U.S. shipments of certain polyester staple fiber (by product group) produced in your U.S. establishments.

(Quantity in thousands of pounds, value in \$1,000)					
Item	Calendar year			Jan.-March	
	2003	2004	2005	2005	2006
U.S. SHIPMENTS OF:					
VIRGIN POLYESTER STAPLE FIBER¹					
Quantity of U.S. shipments					
Value of U.S. shipments					
CONJUGATE POLYESTER STAPLE FIBER²					
Quantity of U.S. shipments					
Value of U.S. shipments					
REGENERATED POLYESTER STAPLE FIBER³					
Quantity of U.S. shipments					
Value of U.S. shipments					
OTHER POLYESTER STAPLE FIBER⁴					
Quantity of U.S. shipments					
Value of U.S. shipments					
Total U.S. Shipments⁵					
Quantity of U.S. shipments					
Value of U.S. shipments					
¹ "Virgin polyester staple fiber," as used here, is single component, single crimp PSF that does not contain regenerated fibers. Virgin fibers are made directly from raw materials and are characterized by the purity of the whiteness of the fibers. ² "Conjugate polyester staple fiber," as used here, is spiral/double crimp PSF made from two types of fiber (also known as bi-component fiber). ³ "Regenerated polyester staple," as used here, fiber does not contain any virgin fibers. It is made from recycled PET stock. Blended virgin and regenerated fiber products do not fall within this definition. ⁴ "Other polyester staple fiber," as used here, includes other fiber products that do not fall within the available categories. ⁵ Total U.S. shipments reported above should reconcile with U.S. shipment data reported in Section II-9.					

II-11. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-12. Other than direct imports, has your firm otherwise purchased certain polyester staple fiber since January 1, 2003?
(See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.¹

(Quantity in thousands of pounds, value in \$1,000)					
Item	Calendar years			January-March	
	2003	2004	2005	2005	2006
PURCHASES FROM U.S. IMPORTERS² OF PRODUCT FROM--					
China:					
<i>Quantity</i>					
<i>Value</i>					
ALL OTHER COUNTRIES:					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM DOMESTIC PRODUCERS:²					
<i>Quantity</i>					
<i>Value</i>					
PURCHASES FROM OTHER SOURCES:²					
<i>Quantity</i>					
<i>Value</i>					
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.					
² Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.					

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Charles Yost, Auditor (202-205-3432 or charles.yost@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____
 Phone No. _____ Fax No. _____
 E-mail address _____ Company web address _____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below: _____
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes certain polyester staple fiber, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced certain polyester staple fiber, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. If your firm receives inputs (raw materials, labor, energy, or any other services) used in the production of certain polyester staple fiber from any related companies, describe the nature of the affiliation and the extent of control these related firms have on your firm and the extent of control your firm has on these related firms.

III-7. When your firm's financial statements are prepared, are they consolidated with the financial statements of any of the related companies in question III-6 above? (In other words, are any profits or losses arising from intercompany transactions eliminated?)

☐ No ☐ Yes—Complete question III-8 below.

III-8. Identify the inputs, if any, your firm receives from related parties whose financial statements are consolidated with the financial statements of your firm, in the production of certain polyester staple fiber. For each input item, provide the name of the related party and the basis for the transfer price (i.e., cost, cost plus, market).

<u>Input</u>	<u>Related Party</u>	<u>Transfer Price Basis</u>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>
<hr/>	<hr/>	<hr/>

PART III.--FINANCIAL INFORMATION--Continued

- III-9. Operations on certain polyester staple fiber--Report the revenue and related cost information requested below on the certain polyester staple fiber operations of your U.S. establishment(s).¹ Do not report resales of products. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Charles Yost, Auditor (202-205-3432 or charles.yost@usitc.gov) before completing this section of the questionnaire.

(Quantity in thousands of pounds, value in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2005	2006
Net sales quantities:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
Net sales values:²					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
Cost of goods sold (including internal consumption and transfers to related firms):					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
Gross profit or (loss)					
Selling, general, and administrative (SG&A) expenses:					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
Operating income or (loss)					
Other income and expenses:					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
Net income or (loss) before income taxes					
Depreciation/amortization included above					

¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations.

² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.

PART III.--FINANCIAL INFORMATION--Continued

III-10. **RAW MATERIALS used in your certain polyester staple fiber operations.**—This section seeks to isolate changes in certain raw material costs and their relation to your firm's income reported in question III-9. Report below your firm's purchases of raw materials and energy for the specified calendar quarters.

Period	Meg		PTA		Scrap		All Other	Energy ¹
	Quantity (1,000 lbs)	Value (\$1,000)	Quantity (1,000 lbs)	Value (\$1,000)	Quantity (1,000 lbs)	Value (\$1,000)	Quantity (1,000 lbs)	Value (\$1,000)
2003: Jan.-Mar.								
Apr.-Jun.								
Jul.-Sept.								
Oct.-Dec.								
2004: Jan.-Mar.								
Apr.-Jun.								
Jul.-Sept.								
Oct.-Dec.								
2005: Jan.-Mar.								
Apr.-Jun.								
Jul.-Sept.								
Oct.-Dec.								
2006: Jan.-Mar.								

¹ Where are energy costs classified (material or other factory costs): _____
Please also state the approximate lead time between purchases and consumption of raw materials: _____

PART III.--FINANCIAL INFORMATION--Continued

III-11. Asset values.--Report the total assets associated with the production, warehousing, and sale of certain polyester staple fiber. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should reconcile with the inventory quantity data reported in Part II. Provide data as of the end of your four most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)				
Assets associated with the production, warehousing, and sale of certain polyester staple fiber:	Fiscal Years ended--			
	_____	_____	_____	_____
1. Current assets:				
A. Cash and equivalents				
B. Accounts receivable, net				
C. Inventories (finished goods)				
D. Inventories (raw materials and work in process)				
E. Other (describe _____)				
F. Total current assets (lines 1.A. through 1.E.)				
2. Property, plant, and equipment				
A. Original cost of property, plant, and equipment				
B. Less: Accumulated depreciation				
C. Equals: Book value of property, plant, and equipment				
3. Other (describe _____)				
4. Total assets (lines 1.F., 2.C., and 3)				

PART III.--FINANCIAL INFORMATION--Continued

- III-12. Capital expenditures and research and development expenditures--Report your firm's capital expenditures and research and development expenditures on certain polyester staple fiber. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2005	2006
Capital expenditures					
Research and development expenditures					

- III-13. Since January 1, 2003, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain polyester staple fiber from China?

☐ No ☐ Yes--My firm has experienced actual negative effects as follows:

Cancellation, postponement, or rejection of expansion projects ☐

Denial or rejection of investment proposal ☐

Reduction in the size of capital investments ☐

Rejection of bank loans ☐

Lowering of credit rating ☐

Problem related to the issue of stocks or bonds ☐

Other (specify) _____

- III-14. Does your firm anticipate any negative impact of imports of certain polyester staple fiber from China?

☐ No ☐ Yes--My firm anticipates negative effects as follows:

PART IV.--PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from John Benedetto, Economist (202-205-3270 or john.benedetto@usitc.gov).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No. E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 2003-March 2006:

Product 1: Virgin polyester staple fiber¹-- 5-7 denier, solid, dry
Product 2: Virgin polyester staple fiber¹-- 5-7 denier, hollow, slick
Product 3: Virgin polyester staple fiber¹-- 12-15 denier, solid, dry
Product 4: Virgin polyester staple fiber¹-- 12-15 denier, hollow, slick

Product 5: Conjugate fiber²-- 12-15 denier, hollow, slick

Product 6: 100% Regenerated polyester staple fiber³-- 5-7 denier, solid, dry
Product 7: 100% Regenerated polyester staple fiber³-- 12-15 denier, solid, dry

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

¹ "Virgin polyester staple fiber," as used here, is single component, single crimp PSF that does not contain regenerated fibers. Virgin fibers are made directly from raw materials and are characterized by the purity of the whiteness of the fibers.

² "Conjugate polyester staple fiber," as used here, is spiral/double crimp PSF made from two types of fiber (also known as bi-component fiber).

³ "Regenerated polyester staple," as used here, fiber does not contain any virgin fibers. It is made from recycled PET stock. Blended virgin and regenerated fiber products do not fall within this definition.

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-A.--PRICE DATA--Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ produced and sold by your firm.

Product 1 ☐ Product 2 ☐ Product 3 ☐

Product 4 ☐ Product 5 ☐ Product 6 ☐ Product 7 ☐

<i>(Quantity in thousands of pounds, value in \$1,000)</i>		
Period of shipment	Quantity	Value ²
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
2005:		
January-March		
April-June		
July-September		
October-December		
2006:		
January-March		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS**

- IV-B-1. Please describe how your firm determines the prices that it charges for sales of certain polyester staple fiber (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain polyester staple fiber (e.g., 2/10 net 30 days)? _____. On what basis are your prices of domestic certain polyester staple fiber usually quoted (e.g., f.o.b. warehouse, or delivered)? _____

- IV-B-4. Approximately what share of your firm's sales of its U.S.-produced certain polyester staple fiber in 2005 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

- IV-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

IV-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of your U.S.-produced certain polyester staple fiber?

Source	Share of sales	Lead time
From inventory		
Produced to order		
Total	100%	

IV-B-8. (a) What is the approximate percentage of the total delivered cost of certain polyester staple fiber that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's certain polyester staple fiber?

- ☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast
☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest
☐ National ☐ Other (describe) _____

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

- IV-B-10. Describe the end uses of the certain polyester staple fiber that you manufacture. For each end-use product, what percentage of the total cost is accounted for by certain polyester staple fiber?

<u>End use</u>	<u>Share of total cost accounted for by certain polyester staple fiber (percent)</u>
_____	_____
_____	_____
_____	_____

- IV-B-11. (a) Please list in order of importance any products that may be substituted for certain polyester staple fiber.

(1) _____ (2) _____ (3) _____

- (b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

- (c) Have changes in the prices of these products affected the price for certain polyester staple fiber?

☐ No

☐ Yes--To what degree do changes in their prices affect the price for certain polyester staple fiber? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain polyester staple fiber or final end use?

PART IV.--PRICING AND RELATED INFORMATION--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-12. How has the demand within the United States (and outside the United States if known) for certain polyester staple fiber changed since January 1, 2003? What principal factors affect changes in demand?

☐

Increased

☐

Unchanged

☐

Decreased

IV-B-13. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of certain polyester staple fiber since January 1, 2003?

☐

No

☐

Yes--Please describe.

IV-B-14. Has your firm refused, declined, or been unable to supply certain polyester staple fiber since January 1, 2003? (Examples include placing customers on allocation or "controlled order entry," declining to accept new customers or renew existing customers, delivering less than the quantity promised, unable to meet timely shipment commitments, etc.)

☐

No

☐

Yes--Please note and document the time period(s) (i.e., month and year), the customer involved; and the amount and type of product involved.

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

PART IV.--PRICING AND RELATED INFORMATION--Continued

IV-B-16. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between certain polyester staple fiber produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "O" to indicate *no familiarity* with products from a specified country-pair.¹

China-pair	United States	China	Other countries
United States			
China			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of certain polyester staple fiber, identify the China-pair and report the advantages or disadvantages imparted by such factors:

[illegible]

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for certain polyester staple fiber during 2003-2005. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain polyester staple fiber that each of these customers accounted for in 2005.

No.	Customer's name	Street address (not P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2005 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2003: To avoid losing sales to competitors selling certain polyester staple fiber from China, did your firm:

Reduce prices ☐ Yes ☐ No

Roll back announced price increases ☐ Yes ☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your initial price quotation

Quantity involved

Your initial *rejected* price quotation (total delivered value)

Your *accepted* price quotation (total delivered value)

The country of origin of the competing imported product

The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (1,000 pounds)	Initial rejected U.S. price (total value-- dollars)	Accepted U.S. price (total value-- dollars)	Country of origin	Competing import price (total value-- dollars)

PART IV.--PRICING AND RELATED INFORMATION--Continued**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS. (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 2003: Did your firm lose sales of certain polyester staple fiber to imports of these products from China?

☐ Yes

☐ No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

Customer name, contact person, phone and fax numbers

Specific product(s) involved

Date of your price quotation

Quantity involved

Your rejected price quotation (total delivered value)

The country of origin of the competing imported product

The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (1,000 pounds)	Rejected U.S. price (total value-- dollars)	Country of origin	Accepted import price (total value-- dollars)